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SPECIAL FEATURE--"The Industrious Hen."

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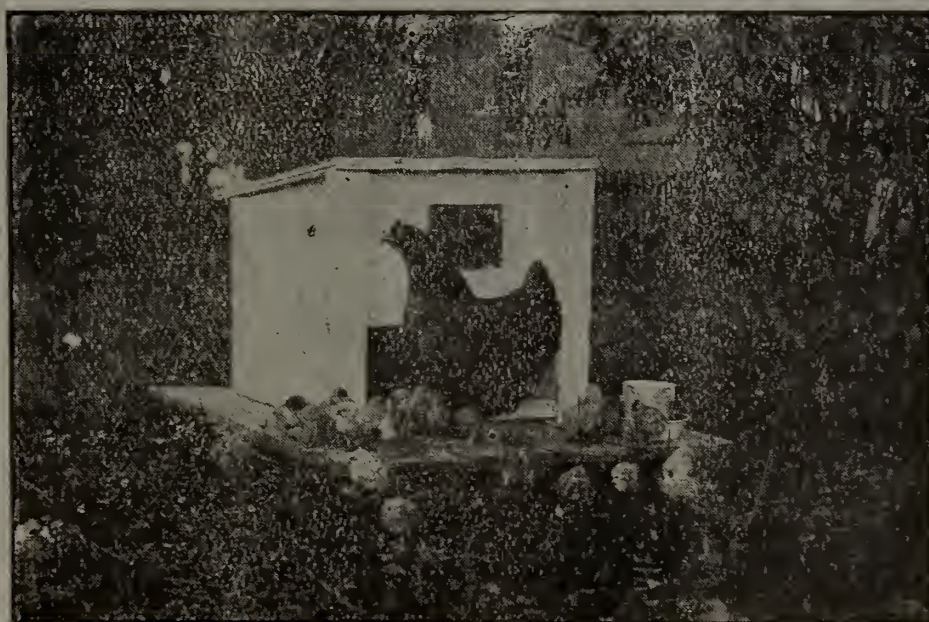
Industrious Hen

**An Illustrated Monthly Magazine
Devoted to Practical Poultry Culture**

Volume 1.

OCTOBER 1904.

Number 5.

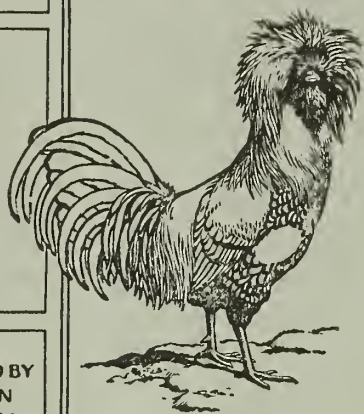


The Industrious Hen Company
Madisonville, Tennessee.

NEXT MONTH--Poultry at the World's Fair.

STANDARD OF PERFECTION

REVISED AND
ILLUSTRATED



PUBLISHED BY
AMERICAN
POULTRY
ASSOCIATION

The new revised and illustrated Standard will be ready for delivery about October 1st. No poultryman can afford to be without this book. Get a copy and learn to mate your birds intelligently. Follow in the footsteps of those who have made success doubly sure by knowing what they were doing. Abandon haphazard work and breed your fowls intelligently. The price of the book is \$1.50 and can be secured from this office. Send in your order early and we will include a year's subscription to THE INDUSTRIOUS HEN.

R. C. BROWN LEGHORNS ONLY

Eggs, \$1.00 per 15.

Stock, a matter of correspondence

C. W. HICKS,

Madisonville, Tenn.

GRANDEST FEATURE

"The removable chick tray is the grandest feature an incubator can have," Mr. Ellison, Poultry Judge, said that about the



GEM INCUBATOR

It is a convenient incubator. Easy to clean, simple to understand. Gives no trouble. Write for free catalog

GEM INCUBATOR COMPANY, BOX 407 Dayton, Ohio

Cockerels! Cockerels! Cockerels!

100 early hatched S. C. B. Leghorns. They are beauties. A better lot can not be seen anywhere. If taken at once I will sell some fine birds at \$1.00 each. SATISFACTION GUARANTEED.

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ARE WILBER'S GEM STRAIN,

SINGLE COMB WHITE LEGHORNS acknowledged the heaviest laying exhibition strain in the world.

NONE BETTER

Birds that will win in the largest and leading shows of the world after September first with 1000 beautiful youngsters to select from; stock and eggs of high quality in all seasons at live and let live prices. Limited number good to extra choice breeders to spare now at low prices to make room. Handsome instructive 30 page catalog for asking, or write your wants.

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PIT GAME FOWLS. THE WORLD'S BEST

Send 10 cents for our paper, AMERICAN SPORTING JOURNAL, and we will mail you free, our elegant illustrated and descriptive GAME FOWL CALENDAR for 1905. It can't fail to please. Address

GRAHAM BROTHERS,

CAMERON, NORTH CAROLINA.

B. S. DAVIS,

CHARLOTTE, N. C.,

—BREEDS—

*Barred Plymouth
Rocks and White
Cochin Bantams*

that always have won, and always will.

Watch Them.

Always glad to hear from you.

BARRED PLYMOUTH ROCKS.

Prizes 1900---1904.

17 firsts, 17 seconds, 23 thirds, 10 fourths. Gold Medal and Silver Cup.

W. B. ALEXANDER,

CHARLOTTE, N. C.

R. C. Brown Leghorns,
S. C. White Leghorns,
S. C. Black Minorcas,

Here are four of the best strains for eggs in the world, Kulp, Wyckoff, Wilber Bros., Northup. I would be pleased to have your orders. Eggs, \$1.00 per 15, or \$1.80 for 30; \$5 per 100.

FRED AXLEY,

PHILADELPHIA, TENN.

PLEASE MENTION THE INDUSTRIOUS HEN WHEN WRITING TO ADVERTISERS.

The Industrious Hen

Volume 1.

OCTOBER, 1904.

Number 5.

Paragraphic Pointers

Short Texts
for the Hurried

Go to the shows.

Better quality than quantity.

It is the active nervous hen that makes the layer.

Plumage without vigor and constitution is of little value.

Push, Pluck, and Perseverance are the essentials to success.

The best stock and eggs are not to be had at market prices.

You cannot breed anything but disappointment from poor stock.

Getting known in the poultry world is a big part of the business.

If you would succeed as a poultryman don't be afraid to do things.

Proper feeding means profit to the owner and health to the poultry.

Show me a man who loves fowls and I will show you a successful poultryman.

People in the poultry business have the finest opening for enlarging their business now that has ever been offered them. The demand for stock is far in excess of the supply.

Our Guarantee.

TO OUR SUBSCRIBERS:
The advertisers of THE INDUSTRIOUS HEN are guaranteed. Should any of them be proven to be swindlers, THE INDUSTRIOUS HEN will make good to the subscriber the amount lost. We do not guarantee the fertility of eggs nor that men in good standing shall agree in their opinions. In ordering stock from our advertisers notify them that you saw the advertisement in our journal and keep a copy of your correspondence. Should you be faked we will promptly take the stock off your hands and make good to you your investment and not only drop the advertiser but notify the fraternity why we have discontinued his advertising.

This is no catch-penny scheme but we mean just what we say: Prove any of our advertisers fraudulent and get your money back.

Aim to produce the best, you may sometimes fail but keep on trying just the same.

It should be the policy of every farmer to supply his city customer with what he calls for.

The feed that will bring the greatest quantity of eggs is always the most economical.

Don't lay all your trouble to things you buy. Most people provide their own troubles.

Hens in idleness are apt to contract bad habits. Fill the pens with litter and keep them busy.

Success does not come in a minute. Ups and downs will be plentiful before you reach the full fruition of your hopes.

Old ideas die hard sometimes but the march of progress steadily advances. Be up-to-date in your ideas and methods.

A promiscuous assemblage of chicks, all colors and varying sizes, never yet presented to the eye of the purchaser an attractive sight.

The best breed of hens on earth cannot make eggs unless you give them the proper care and attention. You must give them something to work with.

"The Industrious Hen"

The Advancement of
A Great Industry.

H. E. BRANCH.

It is with peculiar pleasure the editor announces to his readers that Mr. H. E. Branch, of Missouri, has consented to write for us a series of articles on "The Industrious Hen." In the first one, which follows, terms are defined and we urge our readers to master these terms that they may get the full benefit of the series.

It is my purpose to write a series of articles, at the request of Dr. Sledd, for The Industrious Hen, discussing plain facts in a plain way for the benefit of hustling men and women engaged in practical poultry culture. I have no axe to grind, no breed to boom and propose to discuss poultry questions as abstract propositions separate and apart from prominent "fanciers" engaged in the industry. These articles will be written in the interest of the men and women who have built up a colossal industry running in value into multiplied millions, and will consider expert breeders, "fanciers" and showrooms as the legitimate offspring of, and subordinate to, a vast business enterprise. In poultry literature the first has been last, but now earnest men and women are reversing the lever and I discern the promise of better things for the future. In discussing terms and methods I shall give authorities and demonstrate the reasons by giving familiar illustrations in defence of the faith that is in me. It is not my purpose to offend any one for I need friends and not enemies, but I shall make no endeavor to gild truth to gain good will. My sole purpose is to be of assistance to those promoting an important enterprise and my regret is that I can't give better service.

It is necessary that we first fully comprehend the purpose of our endeavor and the necessity of proper organization in promoting enterprise. I quote from Successful Poultry Journal: "Every enterprise is organized for a specific purpose—that of financial development and the advance of the interests of those engaged in business." This applies to poetry, music, art and also to poultry culture. The primal purpose of poultry culture is to produce eggs and meat and a good market is the natural stimulus of healthy efforts. All healthy effort is based upon utility and the market is the ultimate destination and measure of value. Honest moral effort is devoted to encompassing comfort and happiness. A man must love his work, be an enthusiast, to attain the highest success in any profession, and the market demands for his products measures the legitimate stimulus of renewed efforts. No one will, I think, dispute for a moment that the prime purpose of poultry culture is to foster the economic production of eggs and meat, and the poultry organization that would hope for success and the patronage and endorsement of the general breeder must recognize the economic production of eggs and meat as its first and most important function. Our exhibition contests must be conducted on this basis. The poultry industry is a cold blooded business proposition from start to finish to those engaged in it and must be prosecuted as such.

An enterprise is engaged in for the sake of the revenue derived from it and the degree of success in any profession or vocation is

measured by financial returns which serve our material and moral wants. An organization will gain prestige and support by serving the interests it represents and its best energies and intelligence should be devoted to that purpose. We must employ our energies and intelligence in increasing egg and meat production and in reducing time, energy and expense in the conduct of our enterprise, and we must induce the A. P. A. to take the initiative. The A. P. A. is composed of able and brilliant men and I'm glad to note that many of its members are now taking a more practical view and will endeavor to retrieve some of the mistakes of the past.

When it recognizes the fact that the chief purpose of poultry breeding is the production of eggs and meat and organizes a show room to foster the economy of egg and meat production, it will inspire confidence and win support. There can be no real ground of antagonism between the expert and the ordinary breeder. The general breeder must cater to the market with eggs and meat in desirable forms and the expert breeder must study the markets, anticipate their wants and employ his superior and trained intelligence in supplying us blood lines that will economize production. We must go hand in hand. The interests are common and inseparable. As well try to divorce hand from arm. The rock that scuttles the general breeder's ship will wreck the expert.

If he will not furnish us blood that will increase the utility value of our flocks, it would be folly in us to patronize him. He

can reach a market through us only. The general breeder has an eye to beauty but is not willing to sacrifice utility. Beauty is secondary. This article being introductory it becomes necessary to define some terms common to poultry literature, give authorities, draw illustrations and leave the reader to draw his own deductions. The reason I do this is because there seems to be some confusion of terms employed.

Our language and terms should be plain and unequivocal in meaning. We should employ the right word in the right place and make our language pregnant with thought and forceful with meaning. I do not like to explain an explanation so I define certain terms now that the reader may understand their omission in following articles. We have been unfortunate in the adoption of terms. We have our "Standard of Perfection" and Webster says perfection is the state of being perfect or complete, so that nothing requisite is wanting; that is, cannot be revised, improved or amended without injury. We find "fancier" a term of frequent use in poultry journals yet I can find no legitimate reason for its employment. Philology determines the use of words and their legitimate meaning. A school dictionary defines "fancier" as "One who indulges in the imaginary, the whimsical, the fantastic." Webster says "One who fancies or has a special liking for;" the Standard Dictionary "One who breeds or buys and sells birds and animals and is familiar with their habits and ways." Macaulay says a fancier is not a reasoner and Addison used the word in the same sense. It is not interchangeable or synonymous to expert or skillful. Expert [see Webster] "An expert, skillful or practiced person; one who has skill, experience or peculiar knowledge on certain

subjects of inquiry in certain sciences," etc. A man may have a liking for or fancy a red headed woman and not be able to give a logical reason why she is superior to one with auburn tresses or with raven locks. A man may fancy music and yet have no well defined knowledge of scales, clefs, notes, rhythm, bars, scores, melody, thorough bass or harmony—can give no reason.

A man may buy and sell birds and animals and be familiar with their habits and yet know nothing of the law of breeding, breed traits, prepotency heredity, atavism etc. He fancies or likes them and handles them in preference to cord wood for no well defined reason simply "cause". Many people fancy poultry and breed and sell without any expert or peculiar knowledge of the science of breeding. I have no objection to the use of the term in its proper relation, but for my part I desire to be able to give a forceful and valid reason for my procedure.

A skillful breeder is governed by intelligence, reasons from cause to effect and can foretell with precision the result of his breeding ventures. Knowledge is prophecy. I am satisfied that some breeders employ the term "fancier" in the sense of expert but that is a perversion of the laws of language and is wholly unwarranted. It is embarrassing to try to explain equivalent terms. It is prostituting to use the term "Standard of Perfection" and then explain that you don't mean what you say, that you are talking through your hat. To use "fancier" as synonymous with skilled is an aspersion either upon intelligence or integrity. Our term should be self explanatory to well informed people. Our language is elastic enough to fit every requirement. This may seem a small matter, yet second thought will tell us it is a serious matter

to perpetuate error or create confusion by a perversion of language. It is the concensus of opinion of well informed breeders that skillful and expert are appropriate and legitimate terms that fully cover every phase of scientific breeding in all classes of pure bred fowls and animals.

We can only legitimately employ a word in accordance with popular and established ways, and I leave it to the intelligent readers to look up authorities and render a verdict either for or against me.

In following articles I will discuss The Industrious Hen, Her Vital Functions, their Economic Employment in Egg and Meat Production; The Farmer's Poultry Yard and its Management; The Dual Purpose Hen, etc.

Trading eggs or fowls from pure breeds with the neighbor who has only mongrels is poor policy for the breeder. It may not seem neighborly to refuse but you, my friend, are breeding fowls as a business and cannot afford to make such trades. It's like giving a good round dollar for a four bit piece. Both you and your neighbor should see it thus.

The idea that nature will provide both food and shelter must be abandoned before the hen can be made profitable. Houses must be built. Food must be given, and water and grit must be supplied.

"Bad luck" investigated will invariably prove to be merely mismanagement. "Good luck" and proper management are very intimate acquaintances—in fact they are veritable twins.

Standard bred poultry is the best for any purpose. They are bred for results. That is the only way to work up a paying flock.

POULTRY IN THE SOUTH.

Poultry raising in the South is practically in its infancy, notwithstanding the fact that our climatic conditions are such that it is destined to eventually become the greatest poultry raising section in America.

More especially would I speak of the Piedmont section of the Southern States, where the undulating fields give the requisite drainage to insure proper sanitation. Our winters are short and never severe, which eliminates the expense of double-walled, paper lined houses that are required in a more Northern climate. Chicks can be hatched out as early as February and can safely be put in out-door brooders, from which time there is scarcely a day that the little fellows cannot run out and pull the tender grass.

Our home market is improving each year, the price of eggs ranging from 13 cents to 40 cents per dozen. Spring chickens at 20 to 35 cents each and good demand for them.

The interest in thorough-bred poultry is rapidly growing and the number of fanciers and market poultrymen is constantly increasing.

North Carolina is noted for Barred Plymouth Rocks of exceptionally high quality, the birds always winning a big share of the "creamy" prizes wherever shown.

As the most prominent breeders in this state I would mention the Vernon Hall Poultry Farm, High Point, N. C., Biltmore Farms, Biltmore, N. C., B. S. Davis and W. B. Alexander, Charlotte, N. C., C. C. Randleman, Randleman N. C., A. V. Sapp, Greensboro, N. C., Archdale Poultry Yards, Archdale, N. C., Golden Plume Poultry Yards, Burlington, N. C. and

many others.

Next in popularity come the Brown Leghorn, White and Silver Wyandottes, Black Langshang, Black Minorcas, Light Brahmas, White Leghorns, Buff and White Orpingtons, Indian Game, Buff Cochins, Buff and White Plymouth Rocks and many other standard breeds. We are a little deficient in turkeys, ducks and geese, there being only a few breeders of these profitable fowls, though there are some exceptionally fine specimens of these varieties shown at our Fall Fairs, of which we have six, including the great State Fair held at Raleigh each year in Oct.

We also have four good big winter shows, one of which is the state show under the management of the N. C. Poultry Association, which will be held this winter in Raleigh, N. C., Jan. 10 to 13th, 1905.

We favor the score card shows here in the South, for the reason that it gives more general satisfaction and an exhibitor can tell better where his birds stand than is possible under comparison judging. I am personally very partial to the score card system, as I consider the correct method of judging a bird is to put down on paper its merits or demerits in all sections. A score card given by a competent judge (I say competent) should be a guide to the exhibitor in his season's breeding.

Speaking of judges, I believe that a man should not be allowed to judge a show until he has passed a regular examination and has been granted a licence by the A. P. A. or some other competent authority.

There should be some uniformity as to how the judging is done, so that when a bird is scored at more than one show the scores will be at least within a point or two of each other. As it is, I have seen birds vary as much as

4-½ points at two shows within 10 days under different judges. This is all wrong.

But, to return to poultry raising in the South, I believe there is really a great future for it here and the day is not far distant when every farmer will be raising thoroughbreds instead of scrubs and when the incubator and brooder will be considered as great a necessity as the binder or disc harrow.

A. E. Tate,

Scores of people fail to make poultry pay because they fail to keep their names before the buying public.

Keep your eyes open as you read this paper and then go back to the first page and read it all over again. Let the facts soak in.

If you are desirous of holding a prominent place among breeders of pure bred fowls never neglect an opportunity to send some of your best birds to the shows.

If you have not already done so, it is high time you were discarding the mongrel breeds of a quarter of a century ago. Keep in line by buying and breeding only the best.

THE INDUSTRIOUS HEN is one of the best poultry papers that reaches our sanctum. It is comparatively a new publication being only four months old, its a hummer and is destined to become a factor in the poultry world.—Alabama Poultry & Pet Stock Journal.

A few days ago we had a pleasant call from Mr. J. H. Sledd, editor of THE INDUSTRIOUS HEN, Madisonville, Tenn. Mr. Sledd is traveling in the interest of his paper. He is an experienced poultryman as well as an able writer and his services will be a powerful factor in bringing the new aspirant to the forefront.—Southern Fancier.

WHAT BREEDERS NEED.

That the farmer should make poultry raising a profitable business can be successfully demonstrated. That he cannot do so by the persistent in breeding of mongrel fowls, and they allowed to "hustle" for themselves, can be proven also. There are grave reasons why the farmer clings to his mongrels and lets the poultry run itself. That the poultry is profitable and thoroughbred poultry as much in advance of the mongrel as the Berkshire or Poland China is of the razorback hog of a generation ago he does not doubt.

Then, why not invest in it? First, from a lack of confidence in the advertisements of poultry; second, he looks upon the articles in the press as to the profits accruing from the industry as pure fiction; third, the variations in the price of stock offered by the many "would-be fanciers" causes him to doubt the purity of the stock offered. That many of the advertisements are misleading in their character cannot be gainsaid. Some claim to have obtained and control "the earth with a fence around it" as to certain breeds, and yet he finds the self-same breed advertised in a modest way by others in the same periodical. What is the farmer to do—believe both? That he cannot do, so he simply ignores both. He knows that there is an art in advertising; he also knows that his neighbor has been the victim of this same artistic advertising, and he deems it safest for him to let it alone. Until the advertisements of poultrymen are in thorough accord with the facts in the case, they will find that the farmer will not, to any great extent, invest in thoroughbred poultry. The great bulk of articles written

on the wonderful per. cent. of profit are based either on false premises or taken from facts given by fanciers who, after years of labor, have built up a purely fancy trade, and the resultant profits, as given, are so great as to stagger his belief, and he cannot be blamed. There is a remunerative profit and a living can be made, but fortunes accruing from the business are rare. That one man may be able to produce stock at a less cost than another, or be satisfied with a smaller margin of profit, he well understands, but a more uniform price for birds of certain breeds would go far to establish his faith in advertisers. To advance the poultry interests among farmers, then, we need honest advertising, facts in our writings, and more uniformity in prices.

SUCCESS OR FAILURE.

Over one man's door Success has written her name in letters of gold, while across the way Failure has stamped her signature in sombre colors. It is, seemingly, the law of existence that with lavish hand the successes of life are meted out to some, while grim visaged want shows but too plainly where failure has her abode. In every profession, in every business, in all the walks of life, the law holds good; some make, others lose.

The question naturally arises: Is it the man, or his occupation? The answer is not readily given. There may be in the man every element characteristic of success yet he will fail. He may have been so unfortunate as to adopt a profession or line of business for which he has no aptitude, consequently fails for love of his work. This is not invariably true, but "the shoemaker should stick to his last."

What is true of the whole is true of the part. The poultry business is subject to the same laws that govern other legitimate enterprises. It has its successes and its failures. Its failures resulting from lack of adaptability and stickativeness. Its successes come from pluck, push, and perseverance coupled with an unwavering faith in the outcome.

Without sufficient thought one often enters the work with the idea that all he has to do is to buy a few mongrel hens then sit himself down in the shadow of his own vine and fig tree, and when the shadows grow long from the hills and the philosophic frog sings his evening hymn, take his hired help and gather the "fruit" from the labor of his flock. Should he follow such a practice he will soon find failure written above his door. He had as well invest his capital in a stock of merchandise and leave that stock to dispose of itself. Where lazy, shiftless methods are employed and common dung-hill fowls, that are allowed to shuffle for their living, used, with inadequate quarters given them, failure will be sure to follow.

On other hand, success will be the sure reward of intelligently directed capital invested in good stock. To intelligently direct the capital requires, as in all business enterprises, experience. Grow into the business. Begin on a small scale. Learn all the ins and outs. Learn the diseases of poultry and how to combat them. Study the needs of the market to which you propose to cater and aim to supply those needs. Realize that in no class of stock does blood tell more surely and quickly than in poultry. Master the business and you will achieve success.

The Industrious Hen

Devoted to Poultry.

Entered as second-class matter July 25, 1904, at the post office at Madisonville, Tenn., under the Act of Congress of March 3, 1879.

REESE V. HICKS, - - - Publisher.

PUBLISHED ON THE 15TH. OF EACH MONTH AT MADISONVILLE, TENNESSEE.

SUBSCRIPTION PRICE 50c YEAR.
See special Club Rate in this issue.

ADVERTISING RATES:

Display rates made known on application.

BREEDERS' PLAIN CARDS will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25c

October, 1904.

Feathers are fine things but if you are in the poultry business for the money there is in it breed your fowls for meat and eggs. We believe that it is possible to breed for both and that successfully, but if we had to sacrifice one or the other we would not hesitate as to which it would be. Our best breeders, so called fanciers, are mating their birds for the best results in the egg basket and are advertising not only the prizes won on the bird when scored according to the American Standard, but are proud of the egg yield they are able to report. This is the part of wisdom for to these men we must look in a large measure to keep our breeds pure, and the practical poulterer is looking for results in the meat and eggs he can produce.

There is not any just reason why there should be any conflict or discrimination made between the man who claims to be a utility breeder and the fancier. They are mutually dependent the one upon the other. The fancier must have a market for his birds and the utility man must have a source from which to purchase

his pure bred stock, and he looks to the fancier for it. The fancier knows he will have ample opportunity to dispose of his stock to the utility buyer and that he will be in the market for his stock forever and a day.

Most of the utility men are farmers and they buy the best they can afford and then turn it out to grass with the result that in a few years it has very materially deteriorated and they at once hunt up the fancier and get some more pure bred stock, start over again and this round is kept up from year to year. If you will travel over the country you can with your own eye see how true this is for in almost every flock you will see the out-cropping of good blood that was introduced years ago and has been left simply to take care of itself until it has run out. In that wonderful mixture of hens you will see some lordly male introduced from the yard of some fancier with a view to the improvement of the flock. The preaching of the poultry press and of the Experimental Stations will never teach all the farmers that there is more of profit in 50 pure bred hens than in double that number of non-descripts. Even should that good time be reached the average farmer will not so study the science of mating as to keep his flock up to the best there is in it. He will still have to turn to the fancier for his new blood.

This is true, but the farmer wants and will have birds that are known for their business qualities—meat and eggs. It behooves the fanciers to breed for such and to cater to the trade of these men, the men to whom our country must and does look for its living.

Practical poultry culture is the watch word of the times. Put it on your banner.

Poultry to be profitable must receive the same attention that you would give to any other enterprise. The situation in our midst is one that needs to be handled with zeal for never before was there such a demand for pure bred poultry and for the simple reason that our people are just now beginning to look upon it as a purely business enterprise. They are passing from the stage of indifference into one of unusual activity and interest and are not only investing in good stock but are studying how to make the most out of their investment.

Knowing this to be true the editor wishes to sound a note of warning. Do not rush into the business thinking that you know it all. The old man died last year. It is easy reading to say that if 100 hens will give me a profit of \$100 then 1000 hens will give me \$1,000. Such reasoning is fallacious and you will be disappointed and make a failure.

There are many things that you must learn and some you will have to unlearn if you would succeed, so we would have you go slow. Learn to properly care for a few before you undertake the greater number and you will find a pleasant and a profitable business.

THE INDUSTRIOUS HEN appreciating the compliments paid her by The Press will continue her efforts to deserve the admiration of the gallant staggs all over the country. Her purpose in life is a laudable ambition to teach by example as well as precept that there is no surer way of gaining the plaudits of the multitude than by being good to look upon and at the same time so active and vigorous that those who furnish her with food are amply repaid for all their labor in a well filled egg basket and a fat juicy carcass.

On another page our readers will find an article on "What Breeders Need." This article expresses briefly some truths that should go home both to those who are either careless or indifferent as to the wording of their advertisements. It should also carry a wholesome lesson as to the amount of harm done the business by the use of figures that convey the idea that breeding pure bred fowls is a short cut to wealth. The editor of this journal is a poultryman of years of experience and he knows that very much harm has been done the industry in this way. It has been done unintentionally, no doubt, yet it has been done. THE INDUSTRIOUS HEN makes every effort to give only facts and to exclude all advertising that is in any way misleading and that this is appreciated both by her advertisers and her readers she has abundant reason to know. The poultry press as a whole is run by men of character and they would not nor do they willingly allow any misrepresentations in their columns, but they do draw, as a rule, their facts and figures from the data of those who after years of toil and the expenditure of much money have built up a reputation and can and do command prices for stock that but few receive. These things are all right for the fancier, but even the fancier knows that the ruralist, the farmer, affords him the largest market for his stock and he should see that he so words his advertisement as to make these men see the truth that it contains. THE INDUSTRIOUS HEN, from her geographical location and her intimate acquaintance with the market poultrymen of the country, knows that they are looking for good pure bred stock and are willing to pay a just price for the same. They appreciate its value and de-

sire all the light they can have upon the best methods of handling it, with a full knowledge of what per cent of profit they can reasonably expect. Truth, not fiction; facts, not fancies, is what they need and what is most needed to still further develop the grandest industry of the century. Let the entire poultry press join in meeting out to them what they need and must have.

Spasmodic advertising is an error that very many fall into. To get best results one must become known to the public and a small advertisement kept before the readers of the journal you patronise will avail much more than one with flaming headlines carried once in awhile. By running your name and business constantly the people become accustomed to your name and to your business and feel after awhile as if you were a personal acquaintance. Should it ever transpire that they need any thing in your line they at once hunt up your card in the paper and write for what they want. In the poultry world those who have made the most of their opportunities are those who have been steady and persistent advertisers. They have realized the value of publicity and have taken the best method of obtaining that publicity—a constant use of the advertising columns in the poultry press.

That they have gained their end every one cognizant of the facts knows and to those who have not as yet achieved that end let us say, to use a vulgarism, "Keep everlastingly at it." THE INDUSTRIOUS HEN will help you. Give her a trial.

No poultryman can expect to succeed who flatters himself that he knows it all. None of us ever get too old to learn.

"The INDUSTRIOUS HEN," a bright, newsy chicken paper, Reese V. Hicks, publisher, comes to us from Madisonville, Tenn., this month. Mr. Hicks is President of the Tennessee Press Association and hence well-known throughout our state among newspaper men. We think enough of the "Hen" to use our scissors on her this month. We are free to acknowledge the "INDUSTRIOUS HEN" is a better chicken paper than we thought its publisher could get out, but let that pass, since he was a friend to General Bill Bate.—Dixie Game Fowl.

The publisher makes his profoundest bow and exclaims "thanks!" Yet modesty compels him to say that he has help and plenty of it in getting out the "better chicken paper," and so it is no egotism when he tells you to keep your eye on the old HEN, and you will see a still better paper in a few months. Since our little kindness to that old warhorse, Gen. Bate, has wiped out all old scores, hunt up the old HEN's nest at St. Louis Poultry Week, and we will swap yarns and take a—cigar.

A pessimistic view of life is not conducive to health nor is it likely to lead to success in any business. The optimist is the successful man. His optimism fills him with the enthusiasm that is necessary to carry to a final issue any enterprise upon which he may have entered. In poultrydom the same law holds good. The man who sits down and bemoans his luck, as he is pleased to term it, will not get very far from the place he started from, while the man who is chuck full of enthusiasm, will not be downed but will "pick his flint and try again". If you have not done as well as you anticipated do not get grumpy but take courage from the success that has crowned the efforts of others and go back at it with renewed zeal.

A Note of Warning.

J. H. CROWELL.

I had something to say in your last issue about preparing birds for the show room. As the season for the exhibitions is approaching I want to pursue the subject a little farther and talk about the shows themselves. I do not wish to be understood as criticising the management or say anything to throw a damper over them. Our poultry exhibitions are very great factors, not only in educating those already in the industry, but they are the means of creating a larger interest throughout this section. I merely wish to state some objections that have been presented to me, and, if there is anything in them, to call the attention of the managers to them. It is complained that the small breeders receive too little consideration. That the most conspicuous places in the show room are reserved for the breeders who are backed by large capital, and carry large numbers of birds; while the small breeder has his birds crowded in coops in out of the way places. They are not seen by visitors and make but poor show when seen. I ask the managers of all the Southern shows to look into this. Our small breeders are usually men of limited means who raise a few fine fowls to aid in making a living. They carry their birds to the exhibition as the best means of advertising and usually sell them while there. They want their birds not only seen but seen to advantage.

If the managers will cater to these a little they will bring out many fine birds and increase the interest very much

Another question that has

been asked: In judging the birds, especially as to color, does the standard control or fancy of the judge? I heard that a judge, while judging some Buff Plymouth Rocks, said that he liked a much darker shade than that prescribed by the standard and placed his awards accordingly. The standard says the bird must be of an even shade of rich golden buff, free from shafting or mealy appearance, said the man, Said I: "Oh! we small fellows see so little gold that we have forgotten its sheen and the judge may have been right after all." The same complaint has been made, in several journals, and the question hotly argued as to what constituted golden buff. Those who prefer the darker shade gave as their reason that a real golden buff faded too much and too soon. I am not taking either side. I simply think the judge should stick to the standard, regardless of his private preferences, as long as we recognize it as a standard. If not; How will breeders be able to breed their stock up or best select birds for the show room? Shall they do as a certain fellow, find out who is to judge and learn his preferences? I hope we have no such judges for our shows. It is well however to caution them to adhere strictly to the standard. I merely wish to sound a note of warning. The more these objections are plead by the small breeders the more will the interest in our exhibitions decrease, the more the zeal of the breeders fail, thereby injuring the interest in the poultry industry. Now, a word to all breeders both great and small.

Let us forget all past grievances, if we have had them, and rally to our exhibitions this season. Let us send as many of our best birds as means will allow and attend ourselves. We learn our greatest lessons by contact and nothing can do the poultryman more good than to be brought in contact with other poultrymen. I learn even from those of much shorter experience than mine for I do not profess, though an old man, to know even the half, and am willing to receive instruction no matter whence it comes. Deliver me, from the "Know alls" in every profession or industry. Let us pull together for one of the greatest industries of our land and one to which our Southland is so especially adapted.

Windsor Springs,
Sept. 1, 1904.

Mr. W. F. Chamderlain,
The Perfect Chick Feed Man,
Kirkwood, Mo.

Dear Sir:—

I have been feeding your Perfect Mash Egg Feed to about 500 Hens the past Winter and Spring, and write to say that the results have been splendid and have had eggs all Winter and Spring. The Hens have about finished their moult, and are in fine condition and ready for next Winters work.

You know that I told you last season that I had such good results from your Perfect Chick Feed, and results from feeding your Perfect Mash Egg Feed have been as good.

Yours truly,
John Byerly.

WORLD'S FAIR POULTRY SHOW

WORLD'S FAIR ITEMS.

Below we give a list of the judges at the Worlds Fair. They have been selected for their known ability and we doubt not will exercise the best of judgement in placing the awards.

Philander Williams, Taunton, Mass.
F. J. Marshall, Atlanta, Ga.
Sharpe Butterfield, Windsor, Ontario.
Thomas F. Rigg, Iowa Falls, Iowa.
Charles F. Rhodes, Topeka, Kan.
Henry Berrar, San Jose, Cal.
Charles T. Cornman, Carlisle, Pa.
Geo. Burgott, Lawson Station, N. Y.
Charles McClave, New London, O.
W. R. Graves, Springfield, Mass.
W. C. Denny, Rochester, N. Y.
Geo. D. Holden, Owatonna, Minn.
M. F. Delano, Millvill, N. J.
C. A. Emory, Carthage, Mo.
James Tucker, Concord, Mich.
Eugene Sites, Elyria, Ohio.
D. T. Heimleisch, Jacksonville, Ill.
W. S. Russell, Ottumwa, Iowa.
S. B. Johnston, Fairland, Ind.
F. H. Shellabarger, West Liberty, Iowa.

Wyandotte entried are sixteen hundred and Rocks next with 1300, and Leghorns 1000.

Wyandottes come from more states than any other breed twenty-nine states being represented.

In the entries of fowls, 41 states and territories are represented. Missouri leads with 1,900 birds.

The total entries of chickens, geese, ducks, and turkeys will exceed 8,000, and pigeons over 2,000.

Let every one make an earnest effort to go and meet the brethern and see the handsome feathered beauties.

Plymouth Rocks are a close second representing twenty four states and the Leghorns make a tie with them.

The poultryman that does not visit the greatest exhibit of poultry the world has ever known will live to regret it.

An ample supply of new coops has been secured by the management and all fowls will be properly taken care of by the committee.

The Industrious Hen



**will be represented
at St. Louis by
J. H. Sledd, the
Editor,
Reese V. Hicks,
the Publisher,
and Miss Mag-
gie Lee Hicks, of
the office force.**



**HUNT US UP IN OUR
BOOTH AND LET'S GET
ACQUAINTED.**

The Rhode Island Reds have gotten beyond the bounds of their native state and come up to show from twelve different states.

A full, illustrated, write up of the poultry show at the World's Fair will be given our readers next month. The illustrations will be from photographs taken expressly for THE INDUSTRIOUS HEN.

The incubator exhibit which will include poultry supplies, feeding apparatus, etc, will be in charge of Mr. Frank B. White. Mr. White is well qualified for the position and you may expect to see this exhibit well up to the front.

SHOW DATES.

Under the above caption we wish to run a complete list of shows. Secretaries are requested to write the Editor at once giving dates, names of judges and secretaries with proper address. State whether score card or comparison.

Hagerstown, Md., Oct., 11—14, John L. Cost, Supt.

Waco, Texas, Nov. 22—26, W. W. Downes, Secty.

Atlanta, Ga., Jan. 5-10, '05 C. O. Harwell, Secretary.

Cleveland, Tenn., Oct. 27, '04.—W. E. Rodgers, Supt.

Ghent, Ky., Dec. 15—17, Mary Sanders, Secretary.

Owensboro, Ky., Dec. 12-15, '04.—Ben H. Baker, Sec'y.

Chattanooga, Tenn., Dec. 13-16, '04.—W. F. Maury, Sec'y.

Sweetwater, Tenn., Oct. 18-19, '04.—J. F. Childress, Sec'y.

Charlotte, N. C., Jan., 17—20, 1905, W. B. Alexander, Secty.

Raleigh, N. C., Jan. 10-13, 1905—J. S. Jeffry, Sec'y., Experiment Station, Raleigh, N. C.

Birmingham, Ala.,—The Alabama Poultry & Pet Stock Association, Dec. 6-9, '04.—Charley Barber, Sec'y.

St. Louis, Mo., Oct. 24—Nov. 5, Louisiana Purchase Exposition, Chas. F. Mills, Chief of Live Stock Division; T. E. Orr, Beaver, Pa., Supt. Poultry.

Questions — and — Answers..

[Address all inquiries to Query Department of THE INDUSTRIOUS HEN, Madisonville, Tenn. If personal reply is desired please enclose postage.]

Feathered Legs and Barred Rocks.

Do feathers ever appear on Barred Plymouth Rock's legs or toes?

They do occasionally show a stub of a feather but it is not often the case. Discard all such from your breeding yards.

The Time to Mate Pens.

At what time should pens of fowls be mated, and how soon after mating can one count on the purity of the eggs?

There is no set time for mating pens of fowls. The usual time is when they are placed in winter quarters, although one can use his own discretion as to the time of mating. It is unsafe to count on the eggs under three or four weeks. I think it best that the breeds never be allowed to mix with each other.

Best Floor for Poultry House.

What is the best floor for a chicken house?

Opinions differ very radically along this line. There are some who contend for a plank floor. The great objection to it is that it affords a harbor for rats and mice, besides being hard on the feet of the fowls. Earth makes an ideal floor. Earth soon becomes firm and is easily kept clean and is in itself a good deodorizer.

Brass in White Wyandottes.

I am breeding White Wyandotte fowls and I find that they have a good deal of brass among their feathers; is this a sign that they are of impure blood and how can I avoid the brass?

No it does not indicate that the blood strain is impure. We often find the brassy birds among the best flocks. The surest way to avoid brassiness is to breed only those birds that are absolutely pure white. Brassy birds, if kept in the shade during their moult, will sometimes moult out pure white; but I do not consider them safe as breeders.

Is the South the Best Poultry Field?

Do you believe the South better adapted to the rearing of poultry than any other section of the country?

There are many advantages in the south and some drawbacks and I would not say that its advantages were such as to place it ahead of all other sections. In the choice of a location for a poultry plant many things have to be taken into consideration.

This question we will submit to some of our readers and ask for their opinions. From them you can draw your own conclusions.

Private Trade Vs. Huckster-selling.

Can a private trade in eggs and chickens be built up so that one can get a larger profit out of his fowls than by selling them to the huckster?

Undoubtly. There are in all the cities and in many of the larger villages families who would gladly pay from three to five cents more per dozen for eggs and at the same rate of advance for chickens that they knew were going to be delivered promptly and that they were of the best quality. It will take time and patience to work up this trade and to hold it will be an easy matter provided you never disappoint your customers.

Chicks Dying in the Shell.

Why do so many chickens die in the shell and why is it so hard to rear them in brooders?

Very many reasons can be given as to the cause of death in the shell the usual trouble is a lack of vitality in the eggs.

Where good fresh eggs from active vigorous stock are used the possibility is that there will be but little complaint of chicks dying in the shell. As to the difficulty of raising them in brooders that is usually the fault of the operator if a good reliable brooder is used.

Best Paying—Eggs or Market Poultry?

Which is the more profitable, rearing spring chickens for market or simply supplying fresh eggs?

This has been a disputed point with the mass of poultrymen for years and is not yet definitely settled; as we all know each side has much that can be said in its favor and both have strong advocates. To the writer it has always seemed that the two went together and that one was a compliment to the other. To realize the most from the business it is best that there be an arrangement which will give to each week its sales and this can be readily done where the broiler and egg business are combined.

Hens or Pullets; Which?

In breeding for eggs, which are preferable, hens or pullets?

We prefer the pullet for simple egg production, and year-old hens for breeding purposes. Pullets give the largest egg yield. Hens being more mature give more vigorous chicks.

Poultry Judges.

Do judges at the poultry shows have to be licensed?

No.

AN OPEN LETTER.

[We take the liberty of publishing the following personal letter to our Publisher from Judge Owen, as it contains some good ideas for poultry raisers of the country at large and the South especially.]

I have received a copy of "INDUSTRIOUS HEN". And I have aimed to write you and enclose my subscription sooner, but I have for weeks had so much sickness in my family that I neglected many things. As you may know I have been in the poultry business and raising high grade poultry for past 20 years. I believe that I was one of the very first in the South to take up this line, and for the past 18 years I have been closely identified with the business. I am indeed glad to see a poultry publication launched in this section, and one so good in every way as the INDUSTRIOUS HEN. I only wish you could have put the price at 25 cts per. year so as to enable you to get a big subscription. For many years I have been judging at the poultry shows throughout the South and am often asked to recommend some good poultry paper. Of course I always recommend some one published in the South. But every one I find wishes a 25ct paper. As you know nearly all the Northern and Eastern publications while they ask 50cts yet they are all the time offering their paper for 25cts. So I could get many subscribers for a 25cts paper and but a few for a 50ct paper. I must say yours is worth 50cts however, and I wish we could get our Southern breeders to realize that 50cts is not too much for a good poultry paper. I have judged poultry shows at Washington City, Chicago, Kansas City, and many other points where I come up with the cream of the North

and West, and I think I am in position to say that no where are better specimens of fine poultry raised or shown than in the South.

I will not get to attend the poultry exhibit at St. Louis as I was in April engaged by the Ga. State Fair to judge the poultry at their Fair this Fall and their date is same as St. Louis exactly. I could not go to St. Louis. I have been engaged by the Georgia State Fair as Poultry judge almost every year since my first engagement with them in 1837. So I would not go back on them for even New York or Boston. This has been the best all round season I have ever seen for the poultry industry. It has been ideal weather to raise chicks and prices are high, with demand for high grade exhibition stock first class.

I have this season had orders from the Pacific coast, from Kansas, Pennsylvania, and many other places outside my usual trade, as my trade has formerly been almost exclusively in the Southern States. This morning I received an order from the City of Mexico. While East Tenn. has long been in the lead for market poultry the fancy business is not what it should be. With our advantages here we ought to have a hundred to where we have one breeder of fancy poultry. And we should have every season several local poultry shows in East Tennessee. No place like a poultry show to get up interest in this branch of the business. I am to day shipping two coops of Brown Leghorns for exhibition purpose which I wish you were here to see. I think them as fine as any I ever sent out from my yards.

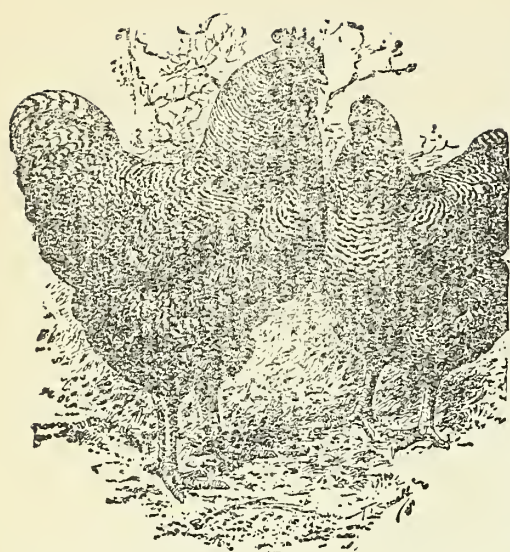
I enclose you 50cts to pay my subscription to INDUSTRIOUS HEN for one year.

Wishing you much success I am,

Very truly yours,
D. M. Owen.

By breeding from pure-bred stock and sticking to it, the poultryman gets the cumulative results of many generations of efforts and skill of poultrymen that have gone before. Breeds have been specialized for years and years until they have certain types and habits concentrated in them, and even the poorer specimens show some signs of the peculiar qualities of their family. No matter what you want; eggs, beauty, meat, cackle or feathers, you can take your choice from a number of varieties and busy yourself trying to keep their descendants up to the standard. Cross your varieties and nature at once gets a sling at you by enforcing that wonderful law called atavism—a reversion to some far-back type, almost certainly an inferior one. For instance, I knew a Buff Orpington man who tried crossing this breed on Black Minorcas, producing some very handsome birds of a peculiar type, large and with dark, speckled plumage, fairly good layers, and not inclined to set. He was so pleased he tried to breed from the cross. He secured an assortment; it might be called a "job lot" of chickens. All kinds and types were represented. Some had "whiskered" legs, while one had five toes. Some were of one color, some of another—they had simply reverted to various distinct ancestral types, and soon ceased to represent any of them, as all died early and violent deaths.

Give close attention to your fowls at this season if you desire good results.



MRS. FANNIE E. A. JONES,
104 Storm St., GREENEVILLE, TENN.
—Breeder and Shipper of—
**EXHIBITION BLUE BARRED PLY-
MOTH ROCK.**

Buff Plymouth Rock, Golden Larc Wyandottes, Single Brown and Buff Leghorns, Red and Brown Pit Game, Black Spanish Chickens.

**PRICES ARE REASONABLE
STOCK FOR SALE NOW.**

CHAS. D. MYER,

—BREEDER OF—

**Silver Laced Wyandotte Chick-
ens, Duroc-Jersey Hogs from
Prize-winning Stock.**

**YOUNGSTERS ALWAYS
FOR SALE AT RIGHT
PRICES.**

EGGS \$2.00 per 15.

Write, care of

**Oakdale Stock Farm,
SOMERVILLE, TENN.**

SQUAB RAISING is a paying and pleasant business; men, women or children can manage; little capital required; quick returns. Pure bred squab breeding Homers for sale; special price if ordered now. Never had a kick about quality or price of my Homers. Satisfaction guaranteed. CLARENCE L. GARNER, Elwood, Ind.

SEASONABLE SUGGESTIONS.

The season is at hand when every one who has fowls should look after his winter arrangements. The house should be thoroughly cleansed and disinfected. The cracks should all be battened and the roof given an overhauling. It will not do to put this off for the result will be disastrous. Open houses are not so bad as draughty one for exposure to draughts will most certainly produce colds and these colds are the forerunner of roup and roup is the forerunner of disaster and failure. An ounce of prevention is worth a pound of cure, and a stitch in time saves nine.

If you have not already done so it is not yet too late to make some provision for your fowls to have a grassy run during the winter. Prepare the land thoroughly and sow a mixture of wheat, oats and rye in the runs and the fowls will enjoy it every bright day during the winter.

Hunt up and fill your barrels with a good supply of road dust and as you put it in the barrels scatter a little tobacco dust in it and use this in the dust boxes this winter and see how the hens will enjoy it.

Clean out all the old nest boxes and either burn them out with kerosine or destroy them. See that they are nicely fixed in a quiet dark corner of the hen house and have a good filling of either soft hay or excelsior, and keep them in good shape.

The pullets should be well fed now and hastened to the laying stage. If not forced sufficiently to make them lay by Christmas you will not get any returns from them before next spring. Better fatten them for roasters and put them on the market.

In housing your fowls for the

winter don't neglect to make your arrangements to have the droppings removed regularly and placed away where they will be available for early fertilizer in the Spring. This removing of the droppings is essential to the health of the fowls. To allow your fowls to sit above these droppings all winter and breathe the foul air is a sure breeder of diseases.

If you are expecting any profit from your chickens this winter go to work and fix them a house to stay in. It needs only a few boards and nails to build a very good one. Set four posts in the ground and then nail your boards up and down battening the cracks. In other words make a simple shed house with a southern exposure. Put an old window in the south side for light and plenty of litter on the floor for them to scratch in and they will be happy and give you some returns for your labor. I sometimes think that those who force their fowls to huddle under the lee of the fence to get out of the cold should be looked after by the Society for the Prevention of Cruelty to Animals. Any one who can use a saw and hammer can contrive a simple shelter for his chicks and make it comfortable. You should not try to keep fowls unless you are willing to provide this shelter. You do not need an expensive house but you do need a good shelter.

The poultry industry in the South is making rapid strides, and mongrels are fast giving place to the best of pure breeds. The various shows being held throughout the country are doing very much to increase and foster this interest. Every one who has the slightest desire to enter the business will find it to their interest and a wonderful education to visit these shows.

PREJUDICE.

The difficulty that poultry culture is compelled to overcome before she is admitted into full fellowship with other and older industries is prejudice. It is difficult to divest a man of prejudice by argument or by facts and figures; he must know the thing and must of necessity delay all action until others realize the merited results of more faith in figures, more energy and more self-reliance. Poultry raising must be boldly admitted to the same opportunities that are extended to agriculture and the rearing of all other stock. No sane man can hope to succeed in a business for which he is unprepared and of which he is ashamed.

And, need we wonder at the amazement and incredulity of the masses, who are just awakening to the serious consideration of the high claims of this industry? Poultry culture is a new industry. It was degraded for ages by inattention and neglect, because it was then impossible to make it profitable. Then it had no literature, no light, no scientific assistance, and what could agriculture and arts do to-day without the aid of science and invention that have also revolutionized all aspects of labor? These have actually blown the inspiring breath of modern scientific progress upon the dead body of ancient poultry culture and it stands up among the living, lively industries and commands respect. But it is not the poultry culture of the past that must be investigated and controlled, if at all, on scientific principles that cannot be ignored.

Persons that have killed and dressed chickens almost ever since they escaped from the cradle, have seen the sand in the chicken's gizzards, and yet never

thought of putting sand in their food; and yet we assure you it will often assist digestion and check a diarrhoea when all other agents fail. Of course objections are easier than investigation; and if persons are sealed against argument, if facts and figures can make no impression, then poultry culture, nor culture of any kind will likely hold out to such, a helping hand; but to such as are willing to weigh the issues, and be honest with poultry culture and fix for its demands as for farming, give it confidence and capital, due diligence, time and talent, conducting it as an enterprise that demands intelligent study, then poultry culture will surpass farming.—Fancier's Gazette.

ENQUIRIES ABOUT THE SOUTH.

A subscriber in North Dakota writes us to know the price of lands in the South, the cost of poultry buildings, the prices for poultry products, climatic conditions, and such other information as would be of interest to a poultryman thinking of moving South.

Lands can be bought throughout the South at from \$5 to \$25 per acre, according to nearness to towns and railroads, fertility, and kind of improvements. Lands suitable for a dairy or poultry farm cost on an average \$10 per acre and will yield about fifty bushels of corn per acre. Poultry buildings cost very little here as nearly all breeds will go through the average winter in a shed closed up with rough boarding on three sides, the South side being open. Rough lumber for this purpose will cost on an average \$8.00 per 1000 feet.

Eggs and market poultry are in good demand in nearby cities, Atlanta, Memphis, Nashville, Louisville, Cincinnati, Washing-

ton, New Orleans, Savannah, and others, but the bulk of the Southern products go to New York, and owing to the inferior condition of a great majority of the stuff shipped and the manner in which it is handled, the price is not what it ought to be. High-grade products of all kinds are in high demand and bring better prices locally than can be obtained in the East, even.

The climate is mild, the Summers not being very hot and the winters not rigorous. In most of the South, snow is rare and weather that will frost a Minorca comb even rarer.

There are really no drawbacks over other portions of the country and there are many advantages, such as less cost for housing, less feed bills, greenstuff all winter, excellent nearby markets for good stuff, and other things that cause many to call this the "poultryman's paradise." All fruits do well here and this is a great feature that should not be overlooked.

A NEW MITE KILLER.

We who know anything about it, know that mites can be got rid of easy, while the big lice come from—you never know where, because you cannot find their breeding grounds. If you have a tight chicken house—this is claimed by those who have used it—to be an effectual louse killer of all kinds lurking in the house. Take a sponge and thoroughly soak it with carbon bisulphate. Hang it up in the house, close the doors and windows and let it hang there several hours. Its fumes will kill every louse, nit or mite within reach of the fumes which are strong enough to penetrate into all the crevices. As it is an explosive, in using it one must be careful not to bring it near a spark of fire.—Farmers Sentinel.

Fred Axley, of Philadelphia, Tenn. whose advertisement appears in this issue has been breeding fowls since he was a youth of 18 years and has met with remarkable success. He does not house his birds during the summer months but allows them the free range of his farm and permits them to roost in the trees.

This free out of door life gives them vigor and hardihood and they are all full of vim and go. This season Mr. Axley has raised about three hundred fine ones and he is offering them at reasonable prices the worth of the stock considered. You will hear from this stock at the shows.

We find on our table a little book, compact and neatly bound, entitled "999 Questions and Answers." The book is gotten out by our friend Frank Heck of the Successful Poultry Journal and that of itself should be commendation enough. The various questions are all pertinent to the business and the answers are direct and pointed and what is more they are couched in plain English. The book can be had by addressing this office.

This month sees a new candidate for public favor in "Poultry" an illustrated monthly magazine, issued from Freeport, Ill. at 50 cents per year. With Miller Purvis as Editor, and J. S. Sleeper as Business Manager it should prove up well as they are both experienced men in their lines. Success to you.

On our front cover page will be found a picture of a three year old Rhode Island Red hen and a fall brood of chickens. The cut does not do justice to this handsome old lady and her brood. They are the property of Dr. J. H. C. Winston, of Hampden-Sidney, Va.

AN IDEAL POULTRY FARM For Sale Cheap.

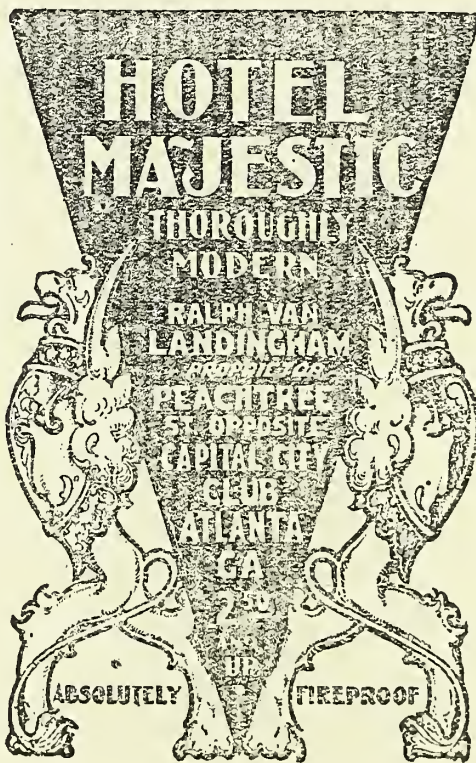
Fine 15 acre tract of land, 10 acres set in young fruit trees of different varieties, 4 acres in good timber, running water, a new 5-room house, a 10x30 brooder house and 2 other chicken houses; on pike road and daily mail at the door. Price \$500.00. A bargain to a quick buyer.

A. J. LAWSON,

White Wyandotte Specialist,
CLEVELAND, TENN.

—Southern Headquarters
Dustan White Wyandottes.

—Agent for Cyphers Incubator Co.



Did you ever notice how much grain goes to waste around the farm and how it is trampled in the mud? The part of economy and of prudence would suggest that you secure all the shattered corn, wheat screenings and things of a like nature and put them away for the winter feeding of your fowls. In digging your potatoes do not throw away the small ones, even the sweets, but keep them and when the hard weather comes boil them and mix with bran or shorts and see how the hens will relish them.

Old "Speck" that your grandmother used to keep and old "Gamey" that grandpa thought so much of have passed their days of usefulness and should be dispensed with. The only argument you have in favor of keeping them is that they "used to be fine layers." What used to be does not fill the egg basket today.

The shows at Sweetwater and Cleveland will be visited by representatives of THE INDUSTRIOUS HEN and will be fully written up.

The poultry show that was scheduled for Henderson, Ky. Dec. 21-24 has been called off.

FREE INCUBATOR.—Brand new 220 Egg Incubator given away. Send 10c. for trial subscription to the SOUTHERN RURALIST, and full particulars. Address, SOUTHERN RURALIST CO., No. 35 Marietta St.; Atlanta, Ga.

**BIG BONED
BIG BODIED
Unlimited Range**

**White Wyandottes and S. C.
White Leghorns.**

Eggs ready March 1st., \$1.50 for 15.

One White Wyandotte Cock direct from Acme Poultry Yards, sire of my best birds for sale, \$3.00.

White Wyandotte Cockerels, extra large fine birds, \$1.50 each.

JULIAN L. SHIPP,

R. F. D. No. 1,

HIGHLAND PARK, TENN.

\$50 For 500 Words !!

THE INDUSTRIOUS HEN desires some good articles on Poultry Topics and you may be

=====The Winner.=====

All manuscript submitted will be the property of the publishers.

The award will be made by three disinterested parties.

Manuscript must be in hand prior to Jan. 1st., 1905, and written on one side of paper.

Select your subject from the following:

- 1 "My Success with Poultry."
- 2 "Why I Failed with Poultry."
- 3 "In Breeding for Show Points Has the Utility of the Fowl Been Sacrificed?"
- 4 "Does It Pay to Use Incubators and Brooders?"

Articles to contain from 500 to 1000 words.

The Only Condition:

Send 50 cents with the article for 1 year's subscription to

The Industrious Hen,

MADISONVILLE, TENN.



BROWN LEGHORNS

(EXCLUSIVELY.)

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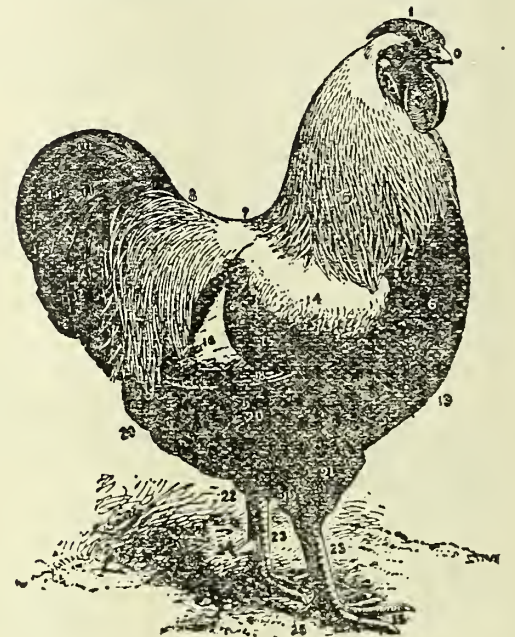
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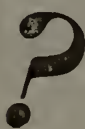
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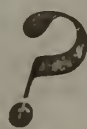
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